A3940-1.64

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1990

SOUTHWESTERN REGION (SWPA)

Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 10, 1990, through February 8, 1990) and cumulatively (September 1, 1989, and February 8, 1990).

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ISSN1048-7700

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90/ THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	5	647	$25880	$27070	*	*	*	108	1187	$25773	$26548	$29500	$26000	$21000
BUSINESS ADMIN (INCL MGMT	2	57	22428	22347	*	*	*	23	243	20943	21855	25500	20800	18000
DISTRIBUTION MANAGEMENT	+	8	+	25200				+	18	+	24489			
ECONOM & FINANCE (BANKING	+	95	+	23479				26	238	24104	23281	27500	24500	20000
HOTEL/RESTAURANT MGMT.	8	8	19100	19100	*	*	*	9	27	19422	19873	*	*	*
HUMAN RSRCS (incl LABOR R	+	18	+	24153				+	30	+	23762			
MANAGEMENT INFO SYSTEMS	1	27	28000	27245	*	*	*	2	92	21500	27064	*	*	*
MARKETING/MARK MGMT (RESR	1	117	19000	23402	*	*	*	20	316	21200	22748	25000	20550	18000
REAL ESTATE	+	7	+	24880				+	9	+	25484			
COMMUNICATIONS														
ADVERTISING	+	3	+	21548				+	9	+	19227			
COMMUNICATIONS	+	25	+	20684				1	69	22000	20150	*	*	*
JOURNALISM	+	5	+	18540				+	22	+	16440			
TELECOMMUN/BROADCASTING	+	3	+	17593				+	8	+	20715			
EDUCATION														
ELEMENTARY EDUCATION	+	38	+	20445				15	157	19309	19048	*	*	*
PRE-ELEMENTARY EDUCATION	+	2	+	16374				+	7	+	14742			
PHYSICAL EDUCATION	+	2	+	15850				2	18	17425	19829	*	*	*
SPECIAL EDUCATION	+	9	+	18628				3	28	18967	19240	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	25000				3	31	17727	18519	*	*	*
TEXTILES & CLOTHING	+	18	+	20219				3	28	24000	20269	*	*	*
MERCHANDISING MANAGEMENT	+	2	+	20000				+	24	+	18032			
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	21250				+	4	+	19439			
LETTERS (incl English, Li	+	7	+	19325				+	34	+	18543			
VISUAL & PERFORMING ARTS	+	5	+	20815				4	27	18375	19091	*	*	*
HUMANITIES - OTHER	+	18	+	19911				+	27	+	20937			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	2	+	19747				+	6	+	20999			
HISTORY	+	2	+	20877				+	5	+	20951			
POLITICAL SCIENCE/GOVT	+	3	+	18567				+	24	+	20561			
PSYCHOLOGY	+	9	+	20771				+	30	+	18459			
SOCIOLOGY	+	1	+	24000				+	6	+	20332			
SOCIAL SCIENCES-OTHER	+	2	+	16500				+	11	+	17939			
ENGINEERING														
AEROSPACE & AERONAUTICAL	22	24	30374	30450	$33000	$30900	$27500	29	46	30181	30616	33000	30800	27000
AGRICULTURAL	+	+	+	+				+	3	+	27999			
ARCHITECTURAL	11	11	30856	30856	*	*	*	14	14	29937	29937	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	2	+	28000			
CHEMICAL	33	125	35013	35174	36500	35000	33600	50	232	34316	34955	36200	34860	31008
CIVIL	47	94	28507	28620	33000	28200	24000	67	236	27900	27558	33000	27000	22582
COMPUTER	+	10	+	31140				1	31	28800	30994	*	*	*
ELECTRICAL/ELECTRONIC	116	232	31594	31508	34000	32000	29000	134	499	31682	31283	34000	32000	29000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90/ THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	4	26	$33780	$29958	*	*	*	7	145	$31474	$30717	*	*	*
MECHANICAL	71	219	32120	32178	$35400	$32500	$28000	100	525	32184	32030	$36000	$32540	$27872
METALLURGICAL	+	5	+	33984				+	35	+	32139			
MINING (INCL GEOLOGICAL)	+	10	+	26638				+	16	+	28961			
NUCLEAR	+	3	+	32560				+	10	+	30060			
PETROLEUM	10	18	37560	35906	*	*	*	14	42	36636	35866	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	24	37	28865	28417	32500	30000	24000	24	72	28865	29255	32500	30000	24000
INDUSTRIAL TECHNOLOGY	+	17	+	25000				+	19	+	24526			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	11	+	21990				+	20	+	22174			
ANIMAL SCIENCES	+	8	+	17411				+	11	+	17571			
PLANT SCIENCES	+	1	+	20000				+	3	+	21000			
NATURAL RESOURCES	+	2	+	16000				+	3	+	18000			
OTHER AGRICULTURAL SCIENC	+	9	+	24556				+	11	+	23738			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	88	28200	30020	*	*	*	14	209	27827	29003	*	*	*
COMPUTER PROGRAMMING	+	4	+	28150				+	9	+	27181			
INFORMATION SCIENCES & SY	+	44	+	28952				21	88	27483	27874	29900	27500	25000
SYSTEMS ANALYSIS	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	31860				3	10	18133	22399	*	*	*
HEALTH SCIENCES	+	+	+	+				6	12	22167	21711	*	*	*
NURSING	+	1	+	27000				+	8	+	25650			
PHARMACY	+	5	+	37787				+	10	+	34905			
SCIENCES														
ACTUARIAL	+	2	+	27650				+	5	+	30180			
ARCHITECTURAL & ENVIRONME	+	+	+	+				4	4	17663	17663	*	*	*
BIOLOGICAL	+	4	+	22750				+	17	+	21874			
CHEMISTRY	+	10	+	27896				1	17	30504	26427	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	23000				+	7	+	21214			
MATHEMATICS	+	11	+	22039				3	43	21733	22817	*	*	*
PHYSICS	+	2	+	26550				+	5	+	25602			
OTHER PHYSICAL & EARTH SC	+	+	+	+				1	2	18000	24000	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	356	2180						712	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	4	539	$26100	$27006	*	*	*	89	962	$26445	$26730	$29600	$26004	$25000
ACCOUNTING (PRIVATE)	+	106	+	26959				20	236	22894	25396	26060	23350	18200
COMMERCIAL BANKING (CNSMR	+	7	+	19415				3	22	25667	20032	*	*	*
COMMERCIAL BANKING (LENDG	+	17	+	22571				5	38	25900	22399	*	*	*
INVESTMT BANKING (CORP FN	+	4	+	30400				1	8	25000	27720	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				1	1	21334	21334	*	*	*
INVESTMT BANKG (REAL EST)	+	+	+	+				+	3	+	27000			
INVESTMT BANKG (SALES & T	+	1	+	30000				+	1	+	30000			
FINANCIAL/TREASURY ANALYS	+	35	+	27514				5	76	24100	26295	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	2	+	21900				+	6	+	20767			
UNDERWRITING	+	11	+	22136				3	31	20538	21888	*	*	*
INSURANCE - CLAIMS	+	6	+	20967				4	23	23950	21349	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	6	+	17630			
MEDIA PLANNING	+	1	+	16000				+	6	+	20739			
REPORTING	+	1	+	16200				+	4	+	15740			
PRODUCTION	+	2	+	27700				+	11	+	25856			
PUBLIC RELATIONS	+	3	+	16493				+	15	+	18961			
WRITING / EDITING	+	2	+	15700				+	10	+	18560			
MARKETING														
ADVERTISING	+	4	+	20010				+	10	+	18054			
BRAND/PRODUCT MANAGEMENT	1	7	26400	23057	*	*	*	1	34	26400	23702	*	*	*
BUYER/MERCHANDISING	+	49	+	21249				4	76	24000	22298	*	*	*
DISTRIBUTION	1	8	19000	23900	*	*	*	1	17	19000	23495	*	*	*
MARKET RESEARCH	+	3	+	23667				+	6	+	23960			
PURCHASING	+	7	+	25731				+	10	+	24431			
SALES	1	114	33200	24914	*	*	*	10	312	26170	24464	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21667				+	11	+	19658			
FINANC,TAXA, MONETARY POL	1	3	25000	22890	*	*	*	1	9	25000	23741	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				+	1	+	18000			
LAW ENFORCEMENT	+	1	+	19493				+	3	+	20664			
MILITARY	+	5	+	26437				+	32	+	22293			
NATIONAL SECURITY	+	1	+	32700				+	1	+	32700			
URBAN / REGIONAL PLANNING	+	+	+	+				+	1	+	27500			
ENGINEERING														
BIOENGINEERING	5	5	25010	25010	*	*	*	5	5	25010	25010	*	*	*
DESIGN / CONSTRUCT	82	131	30366	30212	$34200	$31000	$25300	103	332	29747	29845	34100	30600	24793
ENVIRONMENTAL/SANITATION	10	11	29059	28418	*	*	*	14	25	27464	27890	*	*	*
MANUFACTURING/INDUSTRIAL	43	146	34093	32231	37000	34400	31000	60	385	33501	31859	37000	34200	28667
SYSTEMS / PROGRAMMING	26	35	31368	30222	33400	32000	28000	32	70	30782	30682	33200	31000	27600
POWER SYSTEMS	5	19	30356	30244	*	*	*	10	67	30388	31335	*	*	*
SOFTWARE DESIGN & DEVELOP	18	37	32085	31672	*	*	*	19	67	32196	31252	*	*	*
HARDWARE DESIGN & DEVELOP	19	26	32143	32690	*	*	*	20	56	32136	31737	33500	32200	30000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	31	50	$31921	$31729	$35500	$31200	$30000	35	128	$31429	$31079	$35500	$31200	$28000
TESTING	15	32	29773	29898	*	*	*	23	70	29971	30120	32275	30680	26500
PROCESS ENGINEERING	34	112	33916	34606	37104	34675	30200	50	207	33746	34397	37000	34500	30000
PROJECT ENGINEERING	22	127	30922	31691	33940	31150	28200	29	247	31896	32051	35500	32000	28200
OTHER ENGINEERING	24	90	30344	30699	34000	31470	25000	36	217	31431	30625	37300	31900	25000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	4	+	25555				4	14	17021	21283	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	1	+	18000				4	9	25000	21690	*	*	*
NURSES / PERSONAL CARE	+	1	+	27000				+	8	+	24475			
OCCUPATIONAL THERAPY	+	+	+	+				+	3	+	25346			
PHARMACIST	+	5	+	37787				+	6	+	36522			
PHYSICAL THERAPY	+	+	+	+				+	+	+	+			
RESPIRATORY THERAPY	+	+	+	+				+	+	+	+			
OTHER HEALTH RELATED	+	2	+	17518				4	16	18125	19832	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	16567				+	6	+	15947			
COUNSELING	+	2	+	20225				+	15	+	15743			
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	5	+	17180			
SOCIAL WORK	+	1	+	18954				+	10	+	17262			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	1	87	28200	28660	*	*	*	28	181	27311	27717	29636	28325	25000
INFORMATION SYSTEMS	+	17	+	27955				3	87	24100	26847	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	38	+	30159				3	96	27888	29160	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	28433				+	8	+	29675			
AGRICULTURE/NAT'L RESOURC	+	24	+	19799				1	35	18000	19905	*	*	*
ARCHITECTURE	+	+	+	+				4	5	17663	18130	*	*	*
CONSULTING	4	34	30375	28418	*	*	*	13	81	25988	27118	*	*	*
HUMAN RESRCS /INDUS RELS	+	10	+	24850				1	25	19493	23027	*	*	*
MANAGEMENT TRAINEE	9	122	19028	20705	*	*	*	39	389	19912	20684	22500	19500	18000
MATH/STATISTICIANS	+	1	+	25500				+	7	+	22184			
PARALEGAL	+	1	+	20000				+	3	+	19333			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	1	+	25000			
RESEARCHERS - TECHNICAL	+	1	+	18000				+	6	+	23020			
TEACHING	+	60	+	19802				24	282	19087	18890	21500	18950	16350
TOTALS	356	2180						712	5156					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	6	+	$27983				59	80	$30842	$30160	$34500	$32000	$25500
MBA--NON-TECH	+	29	+	35141				18	71	31229	32593	*	*	*
MBA--TECH	+	9	+	34256				+	14	+	36280			
MS-BUSINESS	+	7	+	37786				+	16	+	34006			
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	8	+	42206				3	15	29233	35257	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	3	+	31775				+	5	+	31065			
MANAGEMENT INFORMATION SY	+	1	+	38400				+	3	+	37133			
MARKETING/MKTNG MGT (RESE	+	1	+	50000				+	3	+	35271			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	29000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				2	3	21000	22800	*	*	*
ELEMENTARY EDUCATION	+	1	+	27740				1	11	16000	23002	*	*	*
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	1	+	24000				1	6	18000	21915	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
LETTERS	+	+	+	+				+	1	+	12000			
VISUAL & PERFORMING ARTS	+	+	+	+				+	+	+	+			
HUMANITIES - OTHER	+	1	+	20000				+	1	+	20000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	32200			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	1	+	23419			

continued

SWPA REGIONAL Report No. 1 FEBRUARY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	3	$35372	$35372	*	*	*	5	9	$35254	$35688	*	*	*
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	2	+	38500				+	10	+	35791			
CIVIL	7	13	33229	32592	*	*	*	21	47	32765	31711	$36000	$34000	$28000
COMPUTER	+	+	+	+				+	1	+	39364			
ELECTRICAL/ELECTRONIC	6	15	38973	38149	*	*	*	10	43	38491	36688	*	*	*
INDUSTRIAL	+	2	+	35300				+	9	+	37056			
MECHANICAL	7	29	38011	37860	*	*	*	9	39	37676	37083	*	*	*
METALLURGICAL	+	5	+	38280				+	5	+	38280			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	4	4	38325	38325	*	*	*	6	8	39150	38513	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	24000				+	2	+	29124			
HEALTH SCIENCES	+	+	+	+				2	2	20800	20800	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	2	+	30500				+	3	+	32000			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	12	+	41550				6	32	34003	37292	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	1	+	34800				+	11	+	32528			
MATHEMATICS (INCL ACTUARI	+	1	+	28395				+	8	+	32343			
PHYSICS	+	1	+	30000				+	3	+	29917			
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	27	158						143	470					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	17	+	$38494				+	34	+	$40276			
MBA--TECH	+	1	+	40000				+	3	+	39333			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	13	+	48377				+	29	+	44776			
MBA--TECH	+	2	+	41750				+	7	+	53371			
OVER 4 YEARS														
MBA--NON-TECH	+	9	+	42100				+	28	+	44746			
MBA--TECH	+	+	+	+				+	3	+	67333			
TOTALS	+	42						+	104					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/10/90 THROUGH 2/8/90							CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	1	+	$38000				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	1	+	58000			
ECONOMICS	+	+	+	+				+	1	+	38000			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	38000				+	5	+	37560			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	+	+	+				+	+	+	+			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	+	+	+				1	1	$50000	50000	*	*	*
CHEMICAL	1	2	$51000	50500	*	*	*	5	9	49000	48447	*	*	*
CIVIL	1	1	37200	37200	*	*	*	1	1	37200	37200	*	*	*
COMPUTER	+	+	+	+				+	+	+	+			
ELECTRICAL/ELECTRONIC	1	1	55900	55900	*	*	*	4	4	57975	57975	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	+	+	+			
MECHANICAL	+	+	+	+				1	2	39000	45500	*	*	*
METALLURGICAL	+	+	+	+				+	2	+	52560			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	33550			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	+	+	+				+	6	+	39383			
GEOLOGICAL SCIENCES	+	+	+	+				+	+	+	+			
MATHEMATICS	+	+	+	+				+	2	+	36000			
PHYSICS	+	+	+	+				+	3	+	42293			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	3	6						12	45					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26479 88 32000/25020								
BUSINESS ADMIN (INCL MGMT	23500 1						25200 1	21400 3	
ECONOM & FINANCE (BANKING	26000 1			25833 9			23250 2		
MANAGEMENT INFO SYSTEMS							28000 1		
MARKETING/MARK MGMT (RESR					25000 1				
AEROSPACE & AERONAUTICAL								29500 1	
ARCHITECTURAL								27000 1	
CHEMICAL								32000 1	
CIVIL								30103 6	26748 6
ELECTRICAL/ELECTRONIC	31000 2							30772 5	
INDUSTRIAL								31500 1	28900 3
MECHANICAL								29800 5	31200 2
COMPUTER SCIENCE							28900 2		
INFORMATION SCIENCES & SY	29375 2					28450 1			
ARCHITECTURAL & ENVIRONME			17663 4						
MATHEMATICS							24600 1	19000 1	

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS	MERCHANDISING		PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	20700	1					21000	1		18850	6			
BUSINESS ADMIN (INCL MGMT	14000	1			20633	3	20400	2		20207	8			
ECONOM & FINANCE (BANKING	29250	2					23408	2		19880	5			
HOTEL/RESTAURANT MGMT.			22000	1	18550	6				21500	1			
MANAGEMENT INFO SYSTEMS							15000	1						
MARKETING/MARK MGMT (RESR					20100	1	23267	3		19773	11			
COMMUNICATIONS										22000	1			
TEXTILES & CLOTHING										24000	3			
COMPUTER SCIENCE										24000	1			
INFORMATION SCIENCES & SY										27500	1			

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				25200 2	21000 1		25000 1		
BUSINESS ADMIN (INCL MGMT						20414 2			
ECONOM & FINANCE (BANKING	23500 1					21500 1	21000 1		
ELEMENTARY EDUCATION					19309 15				
PHYSICAL EDUCATION					17425 2				
SPECIAL EDUCATION					18967 3				
HUMAN ECOLOGY (HOME ECONO								19750 2	13682 1
VISUAL & PERFORMING ARTS					18375 4				
AEROSPACE & AERONAUTICAL						25633 3			
ARCHITECTURAL				33000 1					
CHEMICAL						25343 1	23700 1		
CIVIL				32200 2		23500 4	24273 19		
ELECTRICAL/ELECTRONIC		31917 6		30714 7		29350 5			
INDUSTRIAL				29700 1					
MECHANICAL		31000 1		31357 6		26520 6			
COMPUTER SCIENCE			25800 1			29636 1			17280 1
INFORMATION SCIENCES & SY			25000 6	30600 1					
ALLIED HEALTH								22000 1	16200 2
HEALTH SCIENCES								22167 6	
MATHEMATICS					21600 1				

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
AEROSPACE & AERONAUTICAL							29120 6		28560 1
ARCHITECTURAL							30163 13		
CHEMICAL							31500 2	23700 1	34799 14
CIVIL						25010 5	28108 43 34800/22582	27116 12	
ELECTRICAL/ELECTRONIC							30690 14	35400 1	32525 14
INDUSTRIAL									27750 2
MECHANICAL							31832 25 37800/28800		32440 20 39312/27000
PETROLEUM									38300 7
ENGINEERING TECHNOLOGY									33300 2

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG		POWER SYSTEMS		SOFTWARE DESIG		HARDWARE DESIG		RESEARCH & DEV		TESTING		PROCESS ENGINE		PROJECT ENGINE		OTHER ENGINEER	
AEROSPACE & AERONAUTICAL	30619	6			31611	3			29128	7	31227	5					33394	1
ARCHITECTURAL											27000	1						
CHEMICAL									36100	3			34454 37700/33000	30				
CIVIL			32000	1							26000	1	34100	1			29535	4
COMPUTER	28800	1																
ELECTRICAL/ELECTRONIC	31885	16	30596	5	32236	14	32145	18	32137	13	30355	11	30025	4	31936	11	31436	8
INDUSTRIAL			29700	1							31200	1					36210	2
MECHANICAL	29823	7	29733	3	33100	1	32100	1	30966	11	28775	4	33389	9	34224	10	34870	8
PETROLEUM													36433	3	28200	1	35767	3
ENGINEERING TECHNOLOGY					32500	1	32000	1	29400	1			29600	2	29036	7	26980	10
COMPUTER SCIENCE	26800	2																
CHEMISTRY													30504	1				

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE		INDUSTRIAL HYG	MEDICAL TECHNO		NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R	
HUMAN ECOLOGY (HOME ECONO	13682	1									19750	2
ALLIED HEALTH	18133	3										
HEALTH SCIENCES				25000	4						16500	2

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						26700 1			
MANAGEMENT INFO SYSTEMS						15000 1			
COMPUTER SCIENCE					27674 11		31564 1		
INFORMATION SCIENCES & SY					27076 17	30600 1	27500 1		
MATHEMATICS							24600 1		
OTHER PHYSICAL & EARTH SC									18000 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING	
ACCOUNTING							18000	1						
BUSINESS ADMIN (INCL MGMT			21900	3	19493	1	19380	12						
ECONOM & FINANCE (BANKING			27250	2			20483	6						
HOTEL/RESTAURANT MGMT.							19422	9						
MANAGEMENT INFO SYSTEMS			28000	1										
MARKETING/MARK MGMT (RESR							19678	9						
COMMUNICATIONS							22000	1						
ELEMENTARY EDUCATION			18400	1									19374	14
PHYSICAL EDUCATION													17425	2
SPECIAL EDUCATION													18967	3
VISUAL & PERFORMING ARTS													18375	4
ELECTRICAL/ELECTRONIC			31000	2			29200	1						
INDUSTRIAL			31500	1										
INFORMATION SCIENCES & SY			29375	2										
ARCHITECTURAL & ENVIRONME	17663	4												
MATHEMATICS			19000	1									21600	1

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26445 89 32000/25000	22894 20 27720/18200	25667 3	25900 5	25000 1	21334 1			24100 5
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL		20538 3	23950 4						
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL		26400 1	24000 4	19000 1			23186 7		25000 1
BACHELOR - TECHNICAL							33133 3		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL						25010 5	29747 103 37800/24793	27464 14	33501 60 52500/28667

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL	30782 32 33616/27600	30388 10	32196 19	32136 20 34400/30000	31429 35 36500/28000	29971 23 33500/26500	33746 50 38500/30000	31896 29 38100/28200	31431 36 41800/25000

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	13682 1								19750 2
BACHELOR - TECHNICAL	18133 3		25000 4						16500 2

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL						20850 2			
BACHELOR - TECHNICAL					27311 28 30840/25000	30600 1	27888 3		18000 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		23800 7	19493 1	19667 38 24000/18000					18977 23 33425/16350
BACHELOR - TECHNICAL	17663 4	28542 6		29200 1					21600 1

AVERAGE SALARY OFFERS FEBRUARY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 2/8/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH				30800 5		39600 1			
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH			36000 1	32530 1		24500 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	37800 1								29956 7
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH						28000 1	
MBA--TECH							